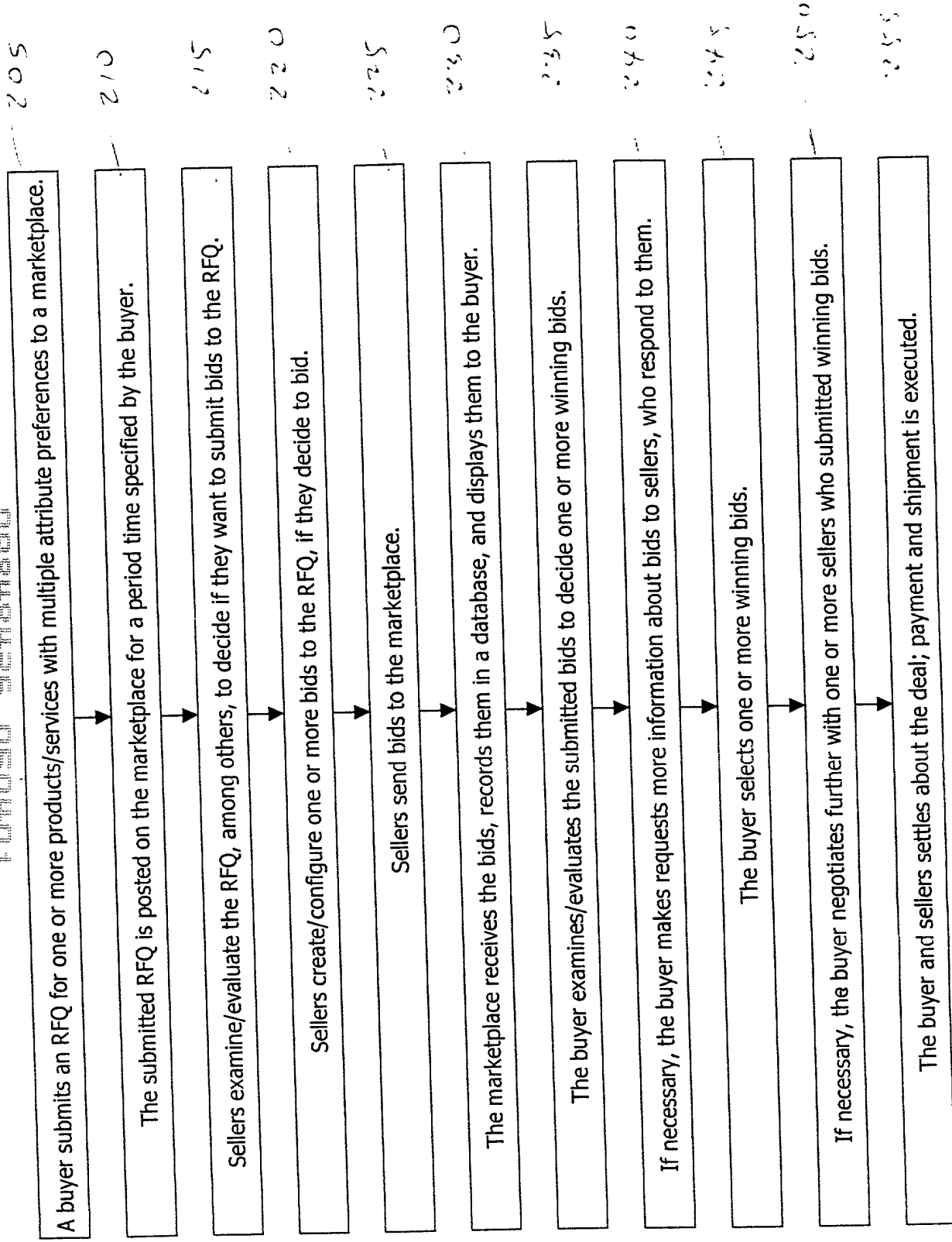
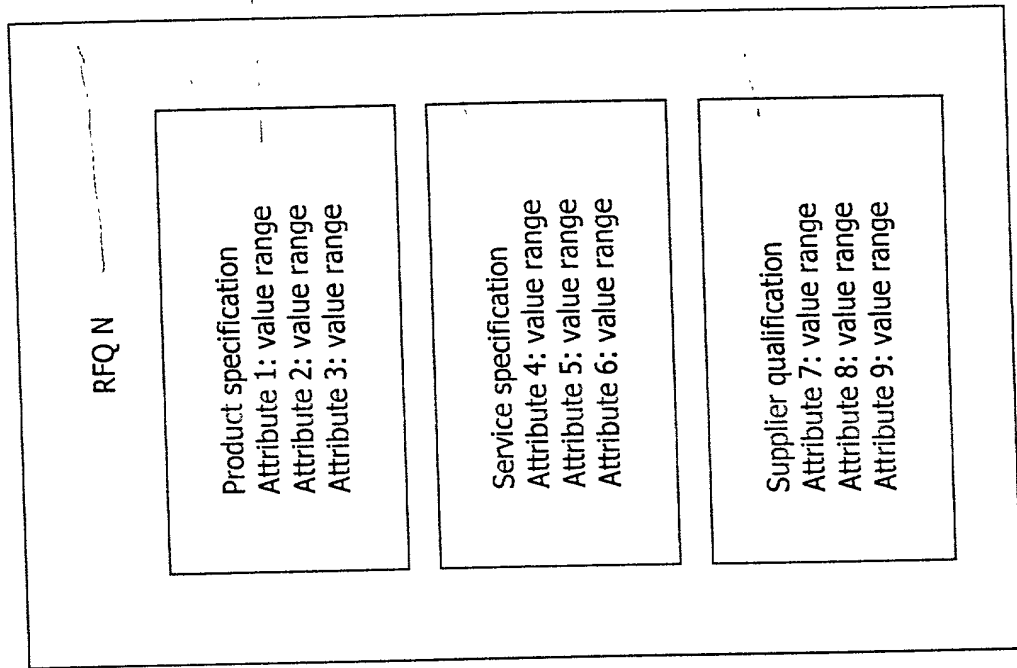


FIG. 1

A block diagram of a preferred system architecture of an electronic marketplace



**FIG. 2**  
**A flow chart of a preferred RFQ process**



**Fig. 3**

**An example of an RFQ having multiple attributes**

400



## An example of bids having multiple attributes

500

300

510

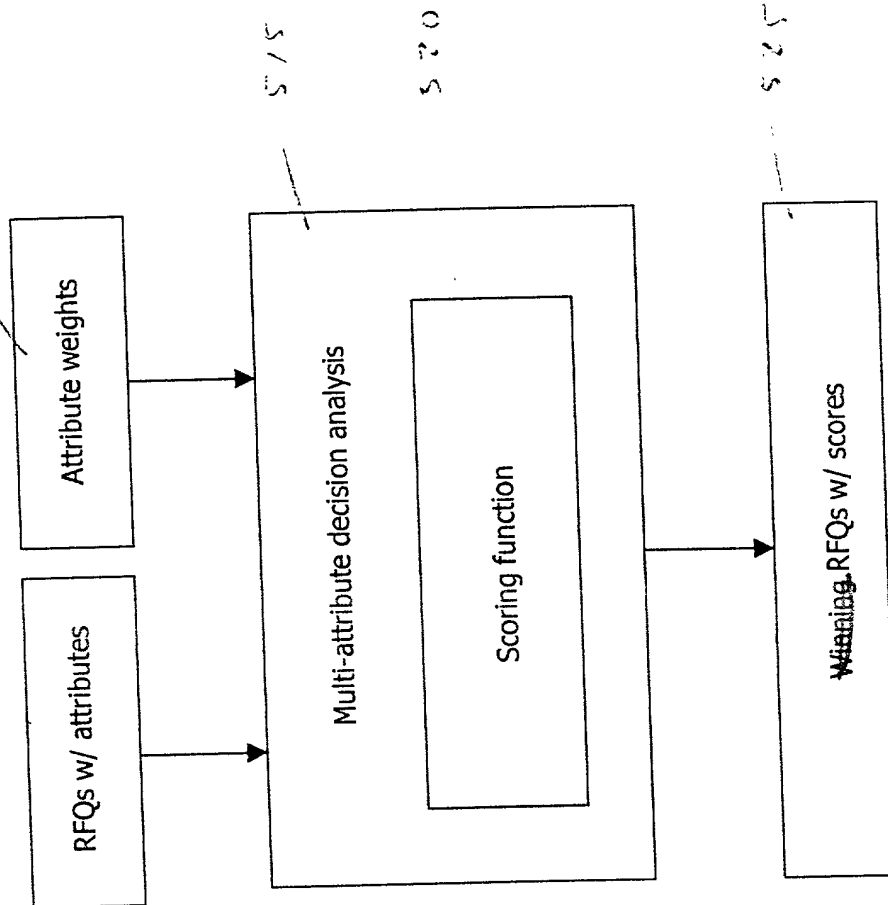
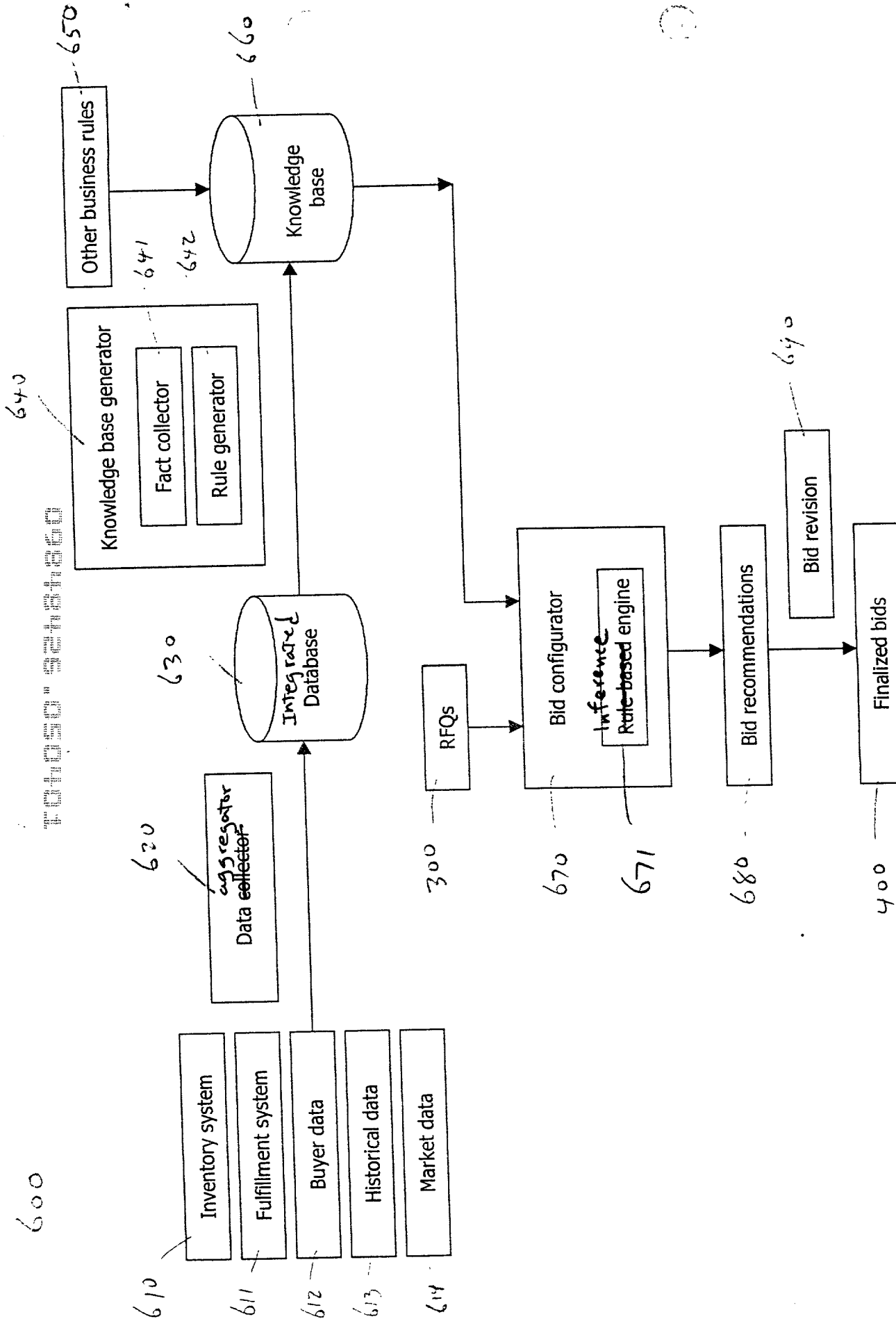


FIG. 5

A block diagram of a preferred RFQ selection process



**FIG. 6**  
A block diagram of a preferred bid configuration system

700

700 711 712 713 714 715 720 721 730 731 740 741 742

**Rules for product specification**

- If a product/service's gross margin > 50%, then give the highest priority to it among alternatives.
- If a product/service's gross margin < 35%, then give the lowest priority to it among alternatives.
- If a product's on-hand inventory > 4 weeks in supply, then give the highest priority to it among alternatives.
- If a product's on-hand inventory < 2 weeks in supply, then give the lowest priority to it among alternatives.
- If a buyer's reputation rate is better than 4, then apply 3% discount rate.

**Rules for service specification**

- If a buyer's reputation rate is better than 3, then add a year to the standard warranty period.

**Rules for buyer qualification**

- If a buyer's stock value has decreased more 50% in the last 1 year, then assign the lowest priority to its RFQ.

**Selling policies**

- Limit the min/max num of buyers.
- No buyer receives more than 40% of the business.

**Fig. 7**  
**Examples of rules for bid configuration**

800

Gross margin(Product X) = 45%	805
Gross margin(Product Y) = 15%	810
On-hand inventory(Product Z) = 3 weeks in supply	815
On-hand inventory(Product W) = 2 weeks in supply	820
Reputation rate(Buyer X) = 4	825
Reputation rate(Buyer Y) = 2	830
Stock value(Buyer W) = 57	835
Supplier relationship(Buyer Z) = 10 years	840
Stock market index(Market X) = 7251	845
Amount of deals in 2000(Buyer A) = \$327,250	850
Bid submission due(RFQ X) = March 31, 2001	855
Softening point(RFQ Y) = (300, 350) degree in Kelvin	860

## Fig. 8

Examples of facts for bid configuration